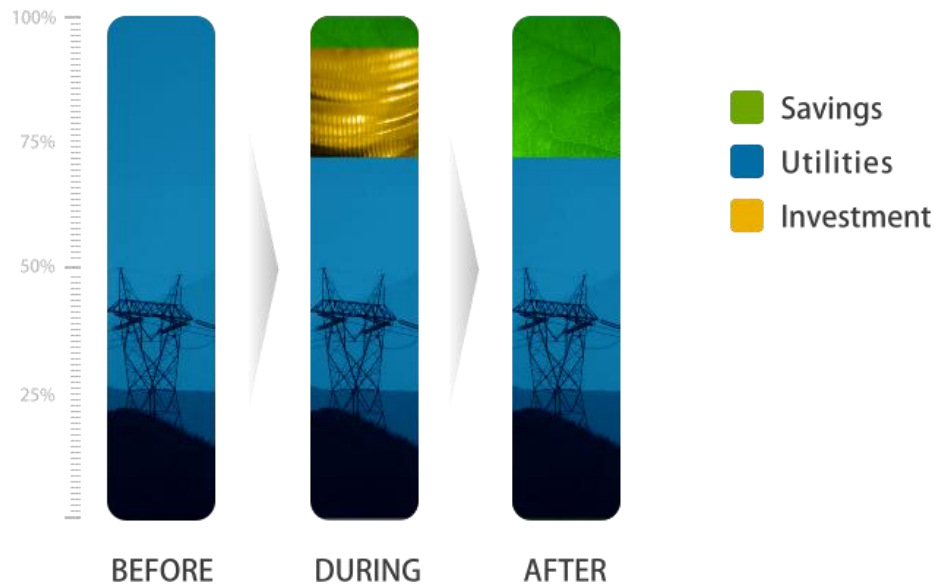


INTRODUCTION TO PERFORMANCE CONTRACTING - SELF FUNDED ENERGY PROJECTS

Brian Stone
August,
2016

SELF-FUNDING PROGRAMS



Self-funding programs are a valuable tool for achieving infrastructure modernization, budget reduction, efficiency, and sustainability goals without the need for upfront capital expenditure. These contracts are budget-neutral (typically). Project costs are paid for by the guaranteed savings realized from efficiency upgrades.

WHY SELF-FUNDING PROJECTS?

“More with less”

Professional Services –
with individual pieces
competitively procured

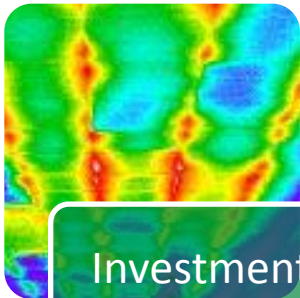
Solution must meet
customer ROI criteria

Single point of
accountability

Fixed construction cost

Guaranteed savings

PHASES



Investment
Grade Audit

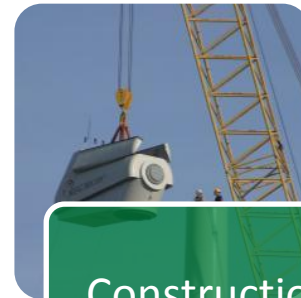
Prepare the energy savings opportunities and plan to meet needs



Design

Optimize project design & engineering

Coordinate project financing, including grants, rebates & incentives



Construction

Manage construction plans & bid specifications

Serve as GC, CM & PM



Performance
period

Provide an energy savings guarantee

LEGEND



Short payback. Helps to fund long payback items.









Medium payback. Cash flow neutral.



Long payback. Takes savings from short payback items or additional capital funds to make it pay.

POTENTIAL FACILITY IMPROVEMENT MEASURES

	Lighting Improvements & Lighting Controls
	Water Fixture Upgrades
	HVAC and Building Controls Upgrades
	Plant Renovations, Building Envelope
	Renewable Energy (solar, geothermal, etc.)
	Pump improvements, water meters, etc.

ANY QUESTIONS

